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Message Text

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P 202136Z MAY 74
FM SECSTATE WASHDC
TO AMEMBASSY MOSCOW PRIORITY

UNCLAS STATE 105133

E.O. 11652: N/A
TAGS: OCON,UR
SUBJECT: QUESTIONS FOR PROPOSED TELECON BETWEEN COMMERCIAL OFFICE AND DENVER CONFERENCE, MAY 23

REFS: STATE 98390; AMEMBASSY MOSCOW 07203

FOLLOWING ARE BASIC QUESTIONS THAT WILL BE ASKED FROM DENVER DURING TELECON ON MAY 23:

1. WHAT FACILITIES DOES THE EXPANDED COMMERCIAL OFFICE WHICH JUST RECENTLY OPENED OFFER U.S. BUSINESSMEN?

2. WHAT SERVICES DO BUSINESSMEN REQUEST MOST FREQUENTLY OF COMMERCIAL OFFICE?

3. WHAT ARE THE ESTIMATED DATES OF COMPLETION OF WORK ON AND OCCUPANCY OF THE OFFICES OF THE U.S.-U.S.S.R. TRADE AND ECONOMIC COUNCIL? BRIEFLY IDENTIFY THE SERVICES IT WILL OFFER.

4. WHICH SERVICES HAVE FIRMS BEEN REQUESTING MOST FREQUENTLY
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OF THE COUNCIL'S MOSCOW OFFICE?

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5. NOW THAT SEVERAL WEEKS HAVE ELAPSED SINCE THE CLOSE OF
STANKI USA '74, WHAT IS YOUR CONSIDERED ASSESSMENT OF THE
RESULTS OF THIS MAJOR PROMOTION EFFORT IN THE MACHINE TOOL FIELD?

6. HAVE THERE BEEN ANY INCREASE IN THE OPPORTUNITIES
FOR U.S. BUSINESSMEN TO HAVE DIRECT CONTACT WITH ACTUAL,
POTENTIAL END-USERS OF THEIR PRODUCTS; I.E., PLANT MANAGERS,
PRIOR TO FINALIZATION OF BIDS FOR CONTRACTS?

7 WHAT IS THE CLIMATE IN THE U.S.S.R. FOR SUCCESSFUL
CONCLUSION OF BUSINESS BY SMALLER U.S. FIRMS?

8. HAS THERE BEEN AN OBSERVABLE TRAND IN THE FLOW OF U.S.
BUSINESSMEN TO THE U.S.S.R. OVER THE PAST SEVERAL YEARS?

9. WHAT IS YOUR VIEW ON THE LIKELY EXISTENCE AND AVAILABILITY
NOW AND FOR THE NEAR TERM OF IMPORTANT SOVIET TECHNOLOGY OF
POTENTIAL INDUSTRIAL SIGNIFICATNCE TO U.S. FIRMS?
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